

Capital Expansion

Capital Solutions becomes Authorised Dealer for Konica Minolta

Capital Solutions, specialists in digital imaging equipment and document solutions is delighted to announce its appointment as an Authorised Dealer for Konica Minolta. Capital, who has over 30 years experience in the office equipment market, will now offer Konica Minolta's complete line of award-winning *bizhub* office systems as well as its extensive portfolio of document management and workflow solutions.

Capital, with branches in Edinburgh, Glasgow, Aberdeen and Galashiels is one of Scotland's largest independent office equipment suppliers and already boasts a strong product portfolio from Ricoh, Hewlett-Packard and Fujitsu. Tom Flockhart, Managing Director commented "We see the addition of the Konica Minolta brand to our existing portfolio as a significant part of our dynamic growth plans. Adding Konica Minolta multifunctional devices (MFDs), printers, scanners and document solutions to our range gives our customers an even greater choice. Konica Minolta and Capital also share the same brand values of exceptional products and outstanding technical support."

Konica Minolta's Director of Dealer Operations Mark Lloyd commented "We welcome Capital Solutions as one of our newest Authorised Dealers, we are delighted to have them onboard and look forward to working with them to build what we believe will be a very rewarding and successful partnership."

The new Konica Minolta team is based at Capital's Glasgow office and is headed up by Douglas Cree who has over 30 years experience building the Konica Minolta brand in Scotland. His team consists of Conor Simpson, Keith Miller and Steven Cornwell who also have a wealth of experience selling Konica Minolta document solutions into Scottish businesses.

Douglas Cree commented "I'm thrilled that Capital now offer Konica Minolta document solutions, we passionately believe in our products." He continued "What really differentiates us now is the level of service we can offer customers by becoming part of the Capital group. Capital has an exceptional technical support network right across Scotland with more than 60+ field engineers, helpdesk teams, IT software and training professionals."

Capital also moved into the arena of Managed Print Services in 2009. This is an all encompassing service that manages a client's entire fleet of document output devices, their consumables and their ongoing management and can typically save clients as much as 30% on their in-house printing costs.